

Delaware Broker Application - Open Market Energy LLC

Exhibit E – Principal Officer responsible for Delaware Operations

Steve Pritchett, our VP of Business Development, will be responsible for the operations conducted in Delaware. Mr. Pritchett has over 30 years of experience in the energy business. His experience includes 10 years of work for a utility company in the DC metropolitan area where he analyzed tariff classes and managed natural gas procurement for large interruptible gas accounts. Pritchett's experience also includes 20 years as a broker/account manager at WGES (now WGL) for both electric and natural gas customers.

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Experience

Feb. 1, 2015 – Present, Open Market Energy, Bethesda, MD **Vice President, Managing Partner**

- Managing the energy purchasing program for over 30 major property managers, industrial customers and universities in the Washington Metropolitan Area
- Responsible for developing and introducing energy strategies and energy related products for our clients.
- Experienced in analyzing supply contracts and delivery tariffs for companies like Washington Gas, Pepco and BGE.
- Experience managing procurement for more than 148,000,000 therms per year and 1,000,000,000 kWhs/year.

October, 1995 – Feb. 1, 2015 Washington Gas Energy Services Washington, DC **Regional Manager Commercial Business**

- Helped create the utility's de-regulated subsidiary in October 1995.
- Managed energy procurement programs for over 100 clients.
- Developed significant energy savings programs for the major property managers, industrial customers and government agencies in the Washington Metropolitan Area
- Responsible for developing and introducing energy strategies and energy related products to large commercial, industrial and government customers in the Mid-Atlantic region
- Experienced in analyzing delivery tariffs for utilities like Washington Gas, Pepco, Columbia Gas of MD, and BGE. Proven record of formulating energy strategies for these territories.
- Develop and bring forward new product ideas to large commercial, industrial and government customers
- Responsible for writing company responses to RFPs
- Responsible for training account managers hired by company
- Managed more than 148,000,000 therms per year and 1,000,000,000 kWhs/year

May, 1993 – October, 1995

Washington Gas, Washington, DC

Marketing Manager, Large Commercial Division

- Managed and provided training for a team of four account representatives
- Responsible for managing the interruptible customer base which included 800 of the company's largest customers and represented gas sales of 21,000,000 dth per year
- Developed energy strategies with the major property managers and industrial customers in this region
- Streamlined and automated customer contracting process which increased customer satisfaction
- Coordinated program to deliver oil to customer base
- Worked closely with MD PSC in drafting and implementing Washington Gas' "unbundling" tariffs
- Created the balancing rules and balancing spread sheets which are still used by Washington Gas to monitor and balance interruptible customers

Education

1979–1983
B.A. Business ,

Virginia Polytechnic Institute and State University

Blacksburg, VA

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